UNITED STATES DISTRICT COURT EASTERN DISTRICT OF MISSOURI EASTERN DIVISION UNITED STATES OF AMERICA, Plaintiff, v. No. 4:21-CR-539 RWS MICHAEL J. MCCORMAC, Defendant. PLEA HEARING BEFORE THE HONORABLE RODNEY W. SIPPEL UNITED STATES DISTRICT JUDGE MAY 1, 2023 APPEARANCES: For Plaintiff: Meredith Reiter, Esq. OFFICE OF THE U.S. ATTORNEY 111 South 10th Street, 20th Floor St. Louis, MO 63102

For Defendant: William Thomas Marsh, Esq.

OFFICE OF FEDERAL PUBLIC DEFENDER

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Official Court Reporter

United States District Court

111 South Tenth Street, Third Floor

St. Louis, MO 63102

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PRODUCED BY COURT REPORTER COMPUTER-AIDED TRANSCRIPTION

(PROCEEDINGS STARTED AT 10:35 AM.) 1 (THE FOLLOWING PROCEEDINGS WERE HELD IN OPEN COURT AND WITH 2 3 THE DEFENDANT PRESENT:) THE COURT: So we're here today in the case styled 4 5 U.S. against Michael McCormac, 4:21-CR-539. Would counsel make their appearances. 6 7 MS. REITER: Yes, Your Honor. Meredith Reiter on behalf of the United States. 8 9 MR. MARSH: And, Your Honor, Bill Marsh on behalf of 10 Mr. McCormac, who is present on bond. 11 THE COURT: Good morning, sir. 12 Counsel, it's my understanding Mr. McCormac is present for the purpose of changing his pleas as to Counts 3 13 and 4; is that correct? 14 15 MR. MARSH: That is correct, Your Honor. 16 THE COURT: And that's being done in conjunction with 17 the filing of a guilty plea agreement? 18 MR. MARSH: Yes, sir. 19 THE COURT: So, Mr. McCormac, I noticed that you were 20 in court for the prior proceeding. So you understand I'm 21 going to ask you a lot of questions. 22 THE DEFENDANT: Yes, Your Honor. 23 THE COURT: If, at any time, I ask you a question and 24 you're not sure you understand what I'm asking you, will you

promise me that you'll tell me that?

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 1
              THE DEFENDANT: Yes, Your Honor.
              THE COURT: And we're not in a hurry. So if, at any
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 3
     time, you believe that you need to consult with your attorney,
 4
    will you promise me that you'll tell me that?
 5
              THE DEFENDANT: Yes, Your Honor.
 6
              THE COURT: Because your answers to my questions are
 7
     to be under oath, at this time, the clerk of the court will
8
    administer the oath to you, sir.
 9
                     (DEFENDANT SWORN BY THE CLERK.)
10
                               EXAMINATION
11
    BY THE COURT:
12
          Do you understand you've now been sworn?
13
          Yes, Your Honor.
          The first series of questions I'm going to ask you are to
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15
    establish that you're competent to make the decisions you're
16
    making. How old are you?
17
          Fifty-five, Your Honor.
18
          What's the highest level of education which you've
19
    completed?
20
          Bachelor degree.
    Α
          So you read the plea agreement?
21
22
    Α
          Yes, Your Honor.
          And all the other documents in the case?
23
24
          Yes, Your Honor.
    Α
25
          Do you have a doctor or physician you see on a regular
     Q
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 1
    basis?
          Yes, Your Honor. Several.
 2
 3
          Have you ever been told that you have any chronic or
 4
    long-term illnesses?
 5
          Yes, Your Honor.
          Would that those be?
 6
 7
          I'm a type one diabetic, and I have muscular dystrophy.
     The type I have out of the 200 -- it's called
8
 9
    Charcot-Marie-Tooth.
          Are you taking any prescription medication?
10
11
         Yes, Your Honor.
12
         And what would that be?
13
          That is insulin for the diabetes. I'm also taking
14
    Allegra D for allergies.
15
          Anything else?
    Q
16
          And it's baby aspirin are the other thing.
17
          Are you taking the medications as prescribed?
18
    Α
          Yes.
19
          Do they affect your ability to think clearly?
20
          No, Your Honor.
    Α
21
          Are you under the care of -- well, are there any
22
    medications you're supposed to be taking but for some reason
23
    you're not?
24
          No, Your Honor.
25
          Are you under the care of a psychiatrist --
     Q
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          No, Your Honor.
 1
    Α
          -- or a psychologist?
 2
 3
          No. No, Your Honor.
 4
          Have you ever been under the care of any type of mental
 5
    health care provider?
 6
          Yes.
    Α
 7
          When would that have been?
    Q
8
         Twelve years ago.
    Α
 9
         And what was --
10
         I was with a psychiatrist.
11
          Was there a diagnosis or was it just --
          No, no. Just a normal visit. Going in, I was dealing
12
13
    with the death of a family member, and I was dealing with
14
    that.
15
          All right. Have you taken any drugs or medicine other
16
     than what you've told us about or drunk any alcohol in the
17
    last 24 hours?
         No, Your Honor.
    Α
          Are you under the influence of drugs or alcohol as you
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- 18
- 19 20 appear here?
- 21 No, Your Honor. Just insulin.
- 22 Okay. Does the attorney for the U.S. Attorney -- well,
- 23 do you understand what's happening today and why you're here?
- 24 Yes, Your Honor.
- 25 THE COURT: Does the attorney for the U.S. Attorney's

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Office or the attorney for Mr. McCormac have any doubt as to
1
2
    his competency?
3
             MS. REITER: No, Your Honor.
             MR. MARSH: No doubt, Your Honor.
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5
             THE COURT: It is my finding he is competent to
    proceed.
6
7
        (BY THE COURT) You understand that because this is a
    criminal case, you have the right to be represented by an
8
9
    attorney throughout the case, and if you cannot afford an
10
    attorney, one is appointed to represent you at the expense of
11
    the United States?
12
        Yes, Your Honor.
    Α
13
         Have you had enough time to discuss your case with your
14
    attorney?
15
        Yes, Your Honor.
16
         Are you satisfied with his representation of you in this
17
    case?
18
         Yes, Your Honor.
    Α
19
         I'm going to ask you some questions now about the rights
20
    you're giving up by pleading guilty. You understand, if you
21
    plead not guilty, you are entitled to a speedy and public
22
    trial by a judge or by a jury?
23
        Yes, Your Honor.
24
         And at a trial you are presumed innocent. The burden of
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proof is on the U.S. Attorney. Do you understand that?

- 1 A Yes, Your Honor.
- 2 Q And at a trial the U.S. Attorney would have to bring
- 3 | their witnesses into this courtroom; those witnesses would
- 4 | have to testify in your presence; your attorney could
- 5 cross-examine the witnesses, object to the evidence, and could
- 6 call witnesses and offer evidence on your behalf.
- 7 A Yes, Your Honor.
- 8 Q And you have a right to testify, and you also have the
- 9 right not to testify.
- 10 A Yes, Your Honor.
- 11 | Q And no one could argue that you were guilty because you
- 12 did not testify. You understand that?
- 13 | A I understand, yes, Your Honor.
- 14 Q You understand that by pleading guilty you're waiving
- 15 your right to a trial and the other rights associated with a
- 16 | trial?
- 17 A Yes, Your Honor.
- 19 self-incrimination, because I will ask you if you did what
- 20 | they say you did. You understand that?
- 21 A Yes, Your Honor.
- 22 | Q Having discussed your rights with you, is it still your
- 23 decision to plead guilty?
- 24 A Yes, Your Honor.
- 25 Q Has anyone threatened you, forced you, or in any way

- 1 coerced you into pleading guilty?
- 2 A No, Your Honor.
- 3 \parallel Q There is a plea agreement. If we turn to the last page,
- 4 \parallel the page marked 15, there are three signatures on this page.
- 5 | The middle one purports to be your signature. Is that your
- 6 **∥** signature?
- 7 A Yes, Your Honor, that's my signature.
- 8 Q Did you read this document before you signed it?
- 9 A Yes, Your Honor.
- 10 Q Did you go over it with your lawyer?
- 11 A Yes, Your Honor.
- 12 | Q Did he answer all your questions?
- 13 \parallel A Yes, he did.
- 14 Q Do you believe you understand what's in this document?
- 15 A Yes, Your Honor.
- 16 Q Is everything in here true?
- 17 A Yes, Your Honor.
- 18 \parallel Q Sentencing doesn't take place for several months.
- 19 Between now and then, a presentence report is prepared. That
- 20 report will discuss the facts of your case and apply the
- 21 | sentencing guidelines to those facts. You understand that?
- 22 A Yes, Your Honor.
- 23 | Q And you've talked to your lawyer about the guidelines and
- 24 | how they work; correct?
- 25 A Yes, Your Honor.

The U.S. Attorney has agreed to dismiss Counts 1 and 2.

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Yes, Your Honor.

Do you understand that?

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A Yes, Your Honor.

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2 Q The U.S. Attorney has also agreed not to seek any further

3 | federal prosecution against you in this district arising out

4 | of your participation in a scheme to defraud Medicare,

5 Missouri Medicaid, and Ohio Medicaid through the GoLiveWell

6 Pharmacy as set out in the indictment and the payment of

illegal kickbacks to marketing companies, referrals -- for

referrals for prescriptions to GoLiveWell between February of

9 \parallel 2018 and November of 2019.

Do you understand that?

11 A Yes, Your Honor.

12 | Q But you understand what's in the plea agreement, these

are recommendations to me; I'm not required to follow what's

14 | in the plea agreement?

15 A Yes, Your Honor.

16 Q But if I sentence you consistent with the agreement,

17 \parallel you've agreed not to appeal the sentence that's imposed. Do

18 you understand that?

19 A Yes, Your Honor.

Q You've also agreed not to file any motions or any

lawsuits challenging how your case has been handled except for

22 | a claim you may have for misconduct by the prosecutor or

23 | ineffective assistance by your lawyer.

A Yes, Your Honor.

25 THE COURT: Now, as to forfeiture, why don't you

describe for me what he's agreed to forfeit based upon the disagreement about the amount in controversy here.

MS. REITER: Yes, Your Honor. Once the Court makes a determination at sentencing as to what the restitution amount is, the defendant agrees to a money judgment forfeiture of that amount.

THE COURT: That's correct?

MR. MARSH: That's our understanding, Your Honor. Again, that is something that we're going to have to hash out at sentencing absent, you know, agreement between now and then.

- (BY THE COURT) Do you understand that, sir?
- 13 Yes, Your Honor.

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- Now, beginning on page 7, there is a discussion about how 14 15 it's proposed the guidelines work in your case. The base offense level is an 8. That's the calculation that goes down 16 17 the side of the guidelines chart. Do you understand that?
 - I couldn't hear that, Your Honor. Α
- 19 The base offense level is an 8. Do you understand that?
- 20 Yes, Your Honor. Α
- 21 Okay. This is where we have a disagreement.
- 22 U.S. Attorney believes the amount at issue is more than \$3 1/2
- 23 million but less than \$9 1/2 million. Do you understand that?
- 24 Yes, Your Honor.
- 25 That results in an 18-level increase on the base offense Q

level if that's the amount. Do you understand that? 1

Yes, Your Honor.

- 3 Now, you disagree with that, and I'm sure we'll hear
- 4 about that at sentencing. And if it's a different amount,
- 5 more or less, that will change the number of levels that are
- 6 added. Do you understand that?
- 7 Yes, Your Honor. Α
- Up to three levels will be subtracted for your acceptance 8
- 9 of responsibility. Do you understand that?
- 10 Yes, Your Honor.
- 11 Three levels are to be added because you were a manager
- or supervisor in the activity. Do you understand that? 12
- 13 Yes, Your Honor.
- 14 If the U.S. Attorney is correct, then the final total
- 15 offense level could be a 26. Do you understand that?
- Yes, Your Honor. 16
- 17 There is no agreement as to what your criminal history is
- 18 or how it's to be treated by the guidelines. Do you
- 19 understand that?
- 20 Yes, Your Honor.
- 21 Now, for you to have been found guilty on Counts 3 and 4,
- 22 the U.S. Attorney would had to have proved that you knowingly
- 23 and willfully offered or paid reimbursement to marketing
- 24 company MM and marketing company HPS as set out in Counts 3
- 25 and 4; that the remuneration was paid primarily in order to

1 induce those companies to purchase and order, arrange for, and

recommend the purchasing and ordering of goods and services 2

3 insured by Ohio Medicaid and Medicare; the goods and services

4 were covered in whole or in part by Ohio Medicaid and

5 Medicare; and those are both federal health care programs.

Do you understand that?

- Yes, Your Honor.
- And if you don't believe the U.S. Attorney could prove 8
- 9 those things as to Count 3 and 4, you should not plead guilty.
- 10 Do you understand that?
- 11 I understand, Your Honor.
- 12 Does this agreement contain all the promises made to you
- 13 by the U.S. Attorney?
- 14 Α Yes.

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- 15 Did they make you any promises they didn't put in
- 16 writing?
- 17 Not that I know of.
- 18 Okay. You would be the one to know because --
- 19 Okay. Α
- 20 I'm asking that to protect you because, if you're
- 21 pleading guilty counting on something they told you but didn't
- 22 write down, now is the time to tell me. Do you understand
- 23 that?
- 24 Okay. Α
- 25 You understand what I'm saying? Q

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A Yes, I understand.

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- 2 \parallel Q Has anyone else offered you anything or given you
- 3 | anything to get you to plead guilty today?
 - A I couldn't hear the last part, Your Honor.
- 5 Q Has anyone offered you anything or given you anything to
- 6 get you to plead guilty today?
 - A No, Your Honor.
- 8 Q Are you pleading guilty to protect somebody else or cover
- 9 up for somebody else?
- 10 A No, Your Honor.
- 11 THE COURT: I'm going to ask the Assistant U.S.
- 12 Attorney to tell us what facts they believe they would have
- 13 proved at trial. I would ask that you listen carefully
- 14 | because, when she's done, I'm going to ask you if you did what
- 15 she says you did.
- 16 MS. REITER: Yes, Your Honor.
- 17 \blacksquare The parties agree that the facts in this case are as
- 18 \parallel follows and that the Government would prove these facts beyond
- 19 | a reasonable doubt if the case were to go to a trial:
- 20 At all times relevant to the indictment, the
- 21 defendant, Michael J. McCormac, was an owner and operator of
- 22 GoLiveWell Pharmacy, LLC, which was located in Creve Coeur in
- 23 \parallel the Eastern Division of the Eastern District of Missouri.
- 24 GoLiveWell primarily functioned as a mail-order
- 25 pharmacy which filled prescriptions for beneficiaries

throughout the United States. At all times relevant to the indictment, the defendant, through GoLiveWell, submitted or caused to be submitted reimbursement claims for prescription drugs to Medicare, Missouri Medicaid, and Ohio Medicaid, which are federal health insurance programs and public plans affecting commerce in some way or degree.

After incorporating GoLiveWell on or about March 20 of 2017, the defendant enrolled GoLiveWell with various federal health insurers and Pharmacy Benefits Managers -- which I'll refer to as "PBMs" -- which administer health insurance plans.

The defendant certified in those agreements that GoLiveWell would comply with applicable federal and state laws, including but not limited to the federal Anti-Kickback Statute.

Between in or about February 28 of 2018, and

November 30 of 2019, a large portion of the claims of the

defendant, through GoLiveWell, submitted to federally funded

health insurance plans included claims for expensive topical

creams, oral medications, and antibiotic and antifungal drugs

referred to as "foot bath" drugs. The foot bath drugs were

prescribed purportedly to treat a variety of foot infections

and foot pain.

Medicare and Medicaid beneficiaries who are prescribed those foot bath drugs received a plastic foot spa

1 | free of charge and an expensive cocktail of drugs, including

2 oral antibiotic capsules, bottles of antibiotic solution, and

3 | tubes of antifungal cream. The drugs included but were not

limited to Vancomycin capsules, Clindamycin 1% Solution, and

5 | Ketoconazole 2% cream.

Beneficiaries were instructed to mix the capsules and the solution in warm water to soak their feet and then to apply the antifungal cream afterward.

The defendant admits that he, on behalf of GoLiveWell, contracted with purported marketing firms to identify patients for whom GoLiveWell would fill prescriptions. The defendant knew that the marketing companies used a variety of tactics to identify patients, including a practice referred to as "doctor chase," and running advertisements to attempt to get patients to opt in to receiving prescriptions for various expensive drugs such as topical creams and foot bath drugs.

When individuals responded to an advertisement, they would receive a call collecting pertinent personal information, including their health insurance information, and attempting to get the patient to confirm that they wanted that medication.

The defendant, on behalf of GoLiveWell, procured leads through various purported marketing companies, including but not limited to marketing company MM and marketing company

HPS. In exchange for those leads, which were prescriptions that were referred to GoLiveWell, the defendant knowingly and willfully agreed to pay illegal kickbacks to the marketing companies in the form of various percentages of GoLiveWell's net profit or margin on each prescription, including for prescriptions that he knew would be reimbursed by federal health care programs.

For example, the defendant agreed to pay marketing company MM approximately 60 percent of GoLiveWell's margin and to pay marketing company HPS approximately 45 percent of its margin.

The defendant and his employees kept spreadsheets tracking payments to the various marketing companies and stamped the name of the marketing company on each prescription to keep track of which prescription came with which marketing group.

The defendant admits that he structured certain

GoLiveWell contracts and invoices with marketing companies to

falsely reflect an hourly rate for marketing services, the

purpose of which was to conceal the true nature of the

payments to the marketing companies.

For example, on or about February 12 of 2019, the defendant, through GoLiveWell, invoiced marketing company HPS for 1,043.34 hours of purported marketing services. In reality, that payment to marketing company HPS was calculated

by taking 45 percent of GoLiveWell's margin on prescriptions for that month after subtracting shipping costs.

Regarding Count 3 in particular, the defendant admits that, within the Eastern District of Missouri, he knowingly and willfully offered to pay remuneration to marketing company MM in the form of \$34,053.31, the primary purpose of which was to induce marketing company MM to refer various prescriptions to GoLiveWell, including a prescription dated on or about October 26 of 2018 by provider AB for the drug Chlorzoxazone, which was supplied to Ohio Medicaid Beneficiary DB.

Regarding Count 4, the defendant admits, within the Eastern District of Missouri, he knowingly and willfully offered to pay remuneration to marketing company HPS in the form of \$166,312.50, the primary purpose of which was to induce marketing company HPS to refer various prescriptions to GoLiveWell, including a prescription dated on or about January 30, 2019, by provider SS for the drugs Vancomycin, Clindamycin, and Ketoconazole, which were supplied to Medicare beneficiary LS.

It is the Government's position that as a result of the defendant, through GoLiveWell, submitting claims for prescription drugs which were procured in violation of the Anti-Kickback Statute, Medicare paid GoLiveWell at least \$4,700,000, Missouri Medicaid paid GoLiveWell at least \$490,000, and Ohio Medicaid paid GoLiveWell at least \$330,000

to which it was not entitled. 1

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It is the Government's position that the defendant received a significant portion of those funds into his personal bank account.

- (BY THE COURT) Now, I understand you disagree with the amounts, but is what the Assistant U.S. Attorney said true about what you did?
- Yes, Your Honor. We used the contracts for marketing. 8

MS. REITER: Your Honor, I would just like to confirm for the record that the defendant does agree with the factual basis that's in the plea agreement.

- THE COURT: Only disagreeing as to the amount --
- 13 MS. REITER: Only disagreeing as to the loss amount.
- (BY THE COURT) That's correct? 14
- 15 That's correct.
- 16 All right. Now, you understand as to each count the 17 maximum term of imprisonment is ten years?
- 18 Yes, Your Honor. Α
- 19 There's a maximum fine of \$100,000 per count?
- 20 Yes, Your Honor. Α
- 21 And a supervised release of not more than three years on 22 each count. Do you understand that?
- 23 Yes, Your Honor.
- 24 They could all be added together. Do you understand
- 25 that?

- 1 A Yes, Your Honor.
- 2 Q We've obviously disagreed about the amount of
- 3 | restitution, slash, forfeiture, and that amount will be
- 4 determined at sentencing. Do you understand that?
- 5 A Yes, Your Honor.
- 6 Q There's also a special assessment of \$100 per count. Do
- 7 you understand that?
- 8 A Yes, Your Honor.
- 9 Q Do you understand that by pleading guilty you are
- 10 | subjecting yourself to the maximum penalties we just
- 11 | discussed?
- 12 A Yes, Your Honor.
- 13 Q At the time of sentencing, your attorney and the U.S.
- 14 Attorney may make recommendations about your sentence, but you
- 15 understand I'm not required to follow their recommendation?
- 16 A Yes, Your Honor.
- 17 | Q If the sentence is more severe than the lawyers recommend
- 18 or more severe than you hoped for, that is not a reason for
- 19 you to seek to withdraw your guilty plea. Do you understand
- 20 | that?
- 21 | A I understand.
- 22 | Q And you understand that by pleading guilty you may lose
- 23 \parallel the right to vote, the right to hold public office, the right
- 24 | to serve on a jury, and the right to possess a firearm?
- 25 A Yes, Your Honor.

21 1 So do you believe you understand the consequences of pleading guilty today? 2 3 Yes, Your Honor. 4 After all the things we've talked about, is it still your 5 decision to plead guilty? Yes, Your Honor. 6 7 THE COURT: Does the attorney for the United States 8 or the attorney for Mr. McCormac know of any reason why I 9 should not accept his quilty plea? 10

MS. REITER: No, Your Honor.

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MR. MARSH: I know of none, Your Honor.

THE COURT: So, Mr. McCormac, how do you plead to Count 3, sir?

THE DEFENDANT: I plead guilty.

THE COURT: How do you plead to Count 4?

THE DEFENDANT: I plead quilty.

THE COURT: Based on Michael McCormac's statements under oath in response to my questions, I find he is competent to enter the pleas of guilty, his pleas are made knowledgeably and voluntarily, and they have a basis in fact that contain the elements of the offenses charged. Therefore, I will accept his pleas and will enter judgment upon those pleas.

I'm tentatively going to set sentencing for August 16 at 10:30, but I need guidance as to how long you think evidence might be in this case. I may need to set it, give it

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                                                                   22
    a special --
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              MS. REITER: Yeah.
                          Should I set aside a half day or --
 3
              THE COURT:
              MS. REITER: Oh, for sentencing. Half a day should
 4
 5
    be okay.
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              MR. MARSH: I would imagine so, Your Honor.
7
     it might be necessary to see how the probation office
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     calculates loss to then determine what type of a disagreement
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     we may have on our hands, for what that's worth.
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              THE COURT: I have a rule. Let me know ten days in
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     advance --
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              MR. MARSH: Okay.
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              THE COURT: -- you know, that testimony and how much
     so that we don't do it in fits and starts; that we get
14
15
     together and do it in one -- you know, not wedge you in
16
    between another hearing. We'll give everyone plenty of time
17
     to present what they need to present.
18
              So August 16 at 10:30. Any other matters for the
     Court's consideration?
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              MR. MARSH: Your Honor, as we spoke about off the
     record this morning, I did just want to note for the record,
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22
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MR. MARSH: Your Honor, as we spoke about off the record this morning, I did just want to note for the record, as I told Mr. McCormac I would, that this plea agreement is silent as to the issue of civil remedies, if there were any he could pursue under the law. And I just want to establish that issue is not addressed in the plea agreement and therefore

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    does not preclude anything should anything be available.
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           THE COURT: Anything further?
           MS. REITER: Nothing from the United States, Your
3
    Honor. The plea agreement doesn't speak to that.
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           THE COURT: Very good. We'll see you in August.
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               (PROCEEDINGS CONCLUDED AT 11:05 AM.)
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CERTIFICATE

I, Shannon L. White, Registered Merit Reporter and
Certified Realtime Reporter, hereby certify that I am a duly
appointed Official Court Reporter of the United States
District Court for the Eastern District of Missouri.

I further certify that the foregoing is a true and accurate transcript of the proceedings held in the above-entitled case and that said transcript is a true and correct transcription of my stenographic notes.

I further certify that this transcript contains pages 1 through 24 inclusive and that this reporter takes no responsibility for missing or damaged pages of this transcript when same transcript is copied by any party other than this reporter.

Dated at St. Louis, Missouri, this 23rd day of April, 2024.

/s/Shannon L White /s/Shannon L. White Shannon L. White, CRR, RMR, CCR, CSR Official Court Reporter